LOGISTICS CIVIL AUGMENTATION PROGRAM (LOGCAP) SUPPORT Industry Day March 30, 2006

SOLICITATION W52P1J-R-06-0072

PRESENTED BY

SUSAN MCKINNIS

AFSC – On the Line

Agenda

7:30 Registration

8:30-11:00

Opening Remarks/Introductions

Program Overview

Acquisition Strategy

Break

11:00 Question and Answer Session w/Panel

11:45 Lunch Break

12:30 1 on 1 Discussions

Purpose of Conference

- **To provide potential offerors an overview of**
  - **LOGCAP Program**
  - **Acquisition Strategy**
  - **Contract Requirements**
  - **Proposal Requirements**
  - **Evaluation Criteria**
  - **Evaluation Process**

- **To Solicit Industry Comments on the Draft RFP**
  - **The Requirements and Approach are Still Open for Comment**
    - **Industry Comments will be Considered**
  - **Comments Required in Writing By 7 April to the PCO**

History of LOGCAP Contracts

- **LOGCAP I (1992-1996)**
  - CORPS OF ENGINEERS MANAGED CONTRACT
  - BROWN & ROOT OPERATING CONTRACTOR
  - OPERATIONS SUPPORTED: SWA PETROLEUM PIPELINE SYSTEM, SOMALIA, BALKANS, HAITI
- **LOGCAP II (1997-2001)**
  - AMC/CECOM MANAGED CONTRACT
  - DYNCORPS OPERATING CONTRACTOR
  - OPERATIONS SUPPORTED: EAST TIMOR, PHILLIPINES, AND COLUMBIA, HAITI
- **LOGCAP III (2002-CURRENT)**
  - AMC/AFSC MANAGED CONTRACT
  - KBR OPERATING CONTRACTOR
  - OPERATIONS SUPPORTED: AFGHANISTAN, KUWAIT, IRAQ, DJIBOUTI, REPUBLIC OF GEORGIA, UZBEKISTAN, TURKEY, JORDAN

LOGCAP PROGRAM OVERVIEW

MAJOR PROGRAM COMPONENTS

✓ PLANNING

✓ EVENT EXECUTION

- ✓ DELIBERATE PLANNING
  - WORLDWIDE MANAGEMENT PLAN
  - COCOM / ASCC PLANS
  - STUDIES / ANALYSIS / REVIEWS
  - EXERCISE PARTICIPATION

FUNDED BY AMC

- ✓ EVENT EXECUTION
  - EXERCISE PARTICIPATION
  - CONTINGENCY / WARTIME EXECUTION

FUNDED BY SUPPORTED UNIT

LOGCAP Support Plans

AMC:

- Worldwide MGMT &Staffing Plan
- STRYKER Brigade Combat Team
- Ammunition Outload
- Force Provider
- LSE Contingency
- Homeland Defense

EUCOM:

- Southern Africa Regional
- West Africa Regional
- Transcaucus Regional
- Baltic Regional
- Middle East Regional
- CONPLAN 4122
- Equatorial Africa Regional

SOUTHCOM:

- Smaller Scale Contingency
- Regional Management
- Southern Combat OPNS
- Mass Migration

CENTCOM:

- Region 27 Management
- Inland Petroleum Distribution System
- Internee Resettlement
- Consequence Management

PACOM:

- Southeast Asia Mainland Nations
- Southeast Asia Island Nations
- South Asia Regional
- USARJ Contingency
- North East Asia Regional
- Korea Outsourcing
- Consequence Management

LOGCAP Capabilities

LOGCAP Contractor Requirements May Include, But Are Not Limited To:

Supply Operations	Field Services	Other OPNS & Services
-Class I (Rations & Water) -Class II (Organizational Clothing, Equipment & Admin Supplies) -Class III (Pol-bulk & Pkg) -Class IV (Construction Materials) -Class V (Ammunition) -Class VI (Personal Demand Items) -Class VII (Major Items) -Class VIII (Medical) -Class IX (Repair Parts)	- Laundry & Bath -Clothing Exchange -Clothing Repair -Food Service -Mortuary Affairs -Sanitation -Billeting -Facilities Management -MWR -Information Management -Personnel Support	-Maintenance -Transportation -Medical Services -Engineering And Construction -Signal -Retrograde -Power Generation And Distribution -STAMIS Operations -Physical Security

LOGCAP Decision Process

PROCESS BEGINS WITH VALIDATED COMBATANT COMMANDER REQUIREMENTS

ARE THE FORCES IN THE STRUCTURE?

YES

ARE THE FORCES AVAILABLE?

NO

YES

NO

FORCE STRUCTURE

HNS?

NO

YES

COMBINATION OR ALL

REGIONAL CONTRACTING ACTIVITY

LOGCAP

SIMILAR PROCESS FOR NON-DOD REQUIREMENTS….STATE, ISG, MND

LOGCAP IV Overview

- ✓ **Global Multi-Functional Logistics Support Capability**
- ✓ **Provides The Government With Enhanced Planning, Management, and Analysis Support**
- ✓ **Better Integrates LOGCAP Into Supported Unit Deliberate and Contingency Planning**
- ✓ **Provides Dedicated Liaison Support To COCOM/ASCC**
- ✓ **Utilizes Standardized Performance Work Statements To Better Document New Requirements**

LOGCAP IV Contractors

- ✓ **Will Staff A Full Time Program Management Office**
- ✓ **Will Provide Input To The World-Wide Management and Staffing Plan and COCOM/ASCC Plans As Required**
- ✓ **Will Participate in COCOM/ASCC Exercises When Directed**
- ✓ **Will Respond To Contingency Requirements With Cost Proposals For Competitive Award Of Task Orders**
- ✓ **Required To Deploy Advance Teams To Contingency Locations Within 72 Hours Following Task Order Award**

LOGCAP IV Support Contractor

- ✓ **Provides Logistics SME Support To LOD**
- ✓ **Provides LNO Support To COCOM/ASCC Staffs**
- ✓ **Supports Deployed Deputy Program Directors With Staffing**
- ✓ **Maintains The World-wide Management and Staffing Plan**
- ✓ **Documents/Maintains COCOM/ASCC Deliberate Plans**
- ✓ **Participates In Exercises As Directed**
- ✓ **Provides Program Support To Director LOGCAP**

Major Milestones

- ✓ Issue Draft RFP 15 Mar 06
- ✓ Industry Day 30 Mar 06
- ✓ Draft RFP comments Due 7 Apr 06
- ✓ Future Target Milestones
  - ➢ Issue Final RFP Apr 06
  - ➢ Close RFP (Proposals Due) May 06
  - ➢ Contract Award Nov 06

Acquisition Strategy

- ✓ **Full and Open Competition – Best Value Source Selection**

- ✓ **Single Award for all LOGCAP worldwide and regional planning and LOGCAP program support**

- ✓ **IDIQ Contract**
  - **One Year with Four One-Year Options**
  - **Minimum is the cost to staff a program office**
  - **Maximum $45M/Year**

- ✓ **Annual minimum funding subject to availability of funds.**

LOGCAP IV
Acquisition Strategy

- ✓ **Contract Types: FFP, CPFF, T&M, CPIF, FPIF**

- ✓ **Government will award up to three LOGCAP IV contracts for Combat Support/Combat Services Support in a separate acquisition**

- ✓ **Support Contractor will develop worldwide, regional plans**
  - ✓ **Input from LOGCAP IV Contractor**

Organizational Conflict of Interest

- Clause H-11, Business Integrity and Organizational Conflict of Interest
  - LOGCAP IV contractors PROHIBITED from submitting an offer under W52P1J-06-R-0049
  - Prohibited from proposing on, or performing under any of the LOGCAP IV contracts (resulting from solicitation W52P1J-06-R-0049) as a LOGCAP IV prime contractor, subsidiary, subcontractor – at any tier, vendor, supplier, Joint Venture and/or in any other business capacity that might result in an OCI.
  - Must enter into agreement with LOGCAP IV contractors to ensure proper access to, and protection of, the LOGCAP IV contractors proprietary data and to establish working relationships in meeting planning and CS/CSS support needs.

Organizational Conflict of Interest

- Clause H-11, Business Integrity and Organizational Conflict of Interest (cont'd)
  - Effective through life of the contract through final payment
  - Provisions must flow-down into any subcontracts (excluding routine supply and service subcontracts)

Small Business (SB) Utilization and Subcontracting Plan

- **Two distinct requirements:**
  - **IAW DFARS 15.304, proposed SB Utilization plan and percentages evaluated in source selection.**
  - **IAW FAR 52.219-9 SB Subcontracting Plan negotiated prior to award.**
- **Submit proposed SB Utilization Plan based on both CONUS/OCONUS, <u>total contract cost</u> and be evaluated against ability to achieve the following goals:**
  - **Small Business (SB) 26%**
  - **Small Disadvantaged Business 8.8%**
  - **Women Owned SB 4%**
  - **Historically Underutilized Business Zone 3%**
  - **Service Disabled Veteran Owned SB .8%**

Small Business (SB) Utilization and Subcontracting Plan

- Submit SB subcontracting plan based on CONUS only and total subcontract cost;
  - Recommend Master Subcontracting Plan
  - Different base = greater percent
- Need Industry Feedback on SB Utilization approach and ability to achieve goals.

Section H of Solicitation
Special Provisions

- ✓ Business Integrity and Organizational Conflict of Interest
- ✓ Special Provisions for Peacetime Contracts
- ✓ Management
- ✓ Army Field Support Brigade
- ✓ Risk Assessment and Mitigation
- ✓ Force Protection
- ✓ Central Processing and Departure Point
- ✓ Standard Identification Cards
- ✓ Medical
- ✓ Clothing and Equipment Issue
- ✓ Weapons and Training
- ✓ Vehicle and Equipment Operation
- ✓ Passports, Visas and Customs
- ✓ Reception, Staging, Onward Movement and Integration
- ✓ Living Under Field Conditions
- ✓ Morale, Welfare, Recreation
- ✓ Status of Forces Agreement
- ✓ Pay
- ✓ Tour of Duty/Hours of Work
- ✓ On-Call Duty or Extended Hours
- ✓ Health and Life Insurance
- ✓ Next of Kin Notification
- ✓ Return Procedures
- ✓ Purchasing Resources
- ✓ Legal
- ✓ Key Personnel

Support Contractor as Equipment Supplier

Government Concern:

- Competition between LOGCAP IV contractors for equipment, materials drives prices up;
- LOGCAP IV contractor locks in scarce supply sources to effectively stifle competition

Possible Solution:

- Use Support Contractor to:
  - Purchase and Provide Those Affected Items as GFM
  - Develop Some other Method to Neutralize the Competitive Advantage
- NOTE: This possible solution needs industry input

Contract Requirement Contractor Security

- **While performing duties IAW the terms and conditions of the contract, the Service Theater Commander will provide force protection to contractor employees commensurate with that given to Service/Agency (e.g. Army, Navy, Air Force, Marine, DLA) civilians in the operations area unless otherwise stated in each task order.**

Section L of Solicitation
What You Need To Submit

- ✓ SUBMIT ONLY ONE PROPOSAL
- ✓ Volume I, Technical Management Approach
- ✓ Volume II, Past Performance
- ✓ Volume III, Cost/Price
- ✓ Volume IV, Financial Responsibility Documentation
- ✓ Volume V, Facility Clearance Documentation

Section M of Solicitation
HOW WE WILL EVALUATE

- The Government will evaluate proposals in two main areas:
  - GO-NO GO Factors
    - Financial Capability
    - Facility Clearance to SECRET Level
  - Best Value Factors
    - Management-Technical
    - Past Performance
    - Cost

GO-NO GO Factors

- **Go/No Go Criteria:**
  - Financial Capability
  - Facility Clearance to SECRET Level NLT than RFP Close Date

- **Offeror Must Be Determined Acceptable in All of These Criteria to Be Considered for Award.**
- **These criteria will not be qualitatively measured**

Facility Clearance

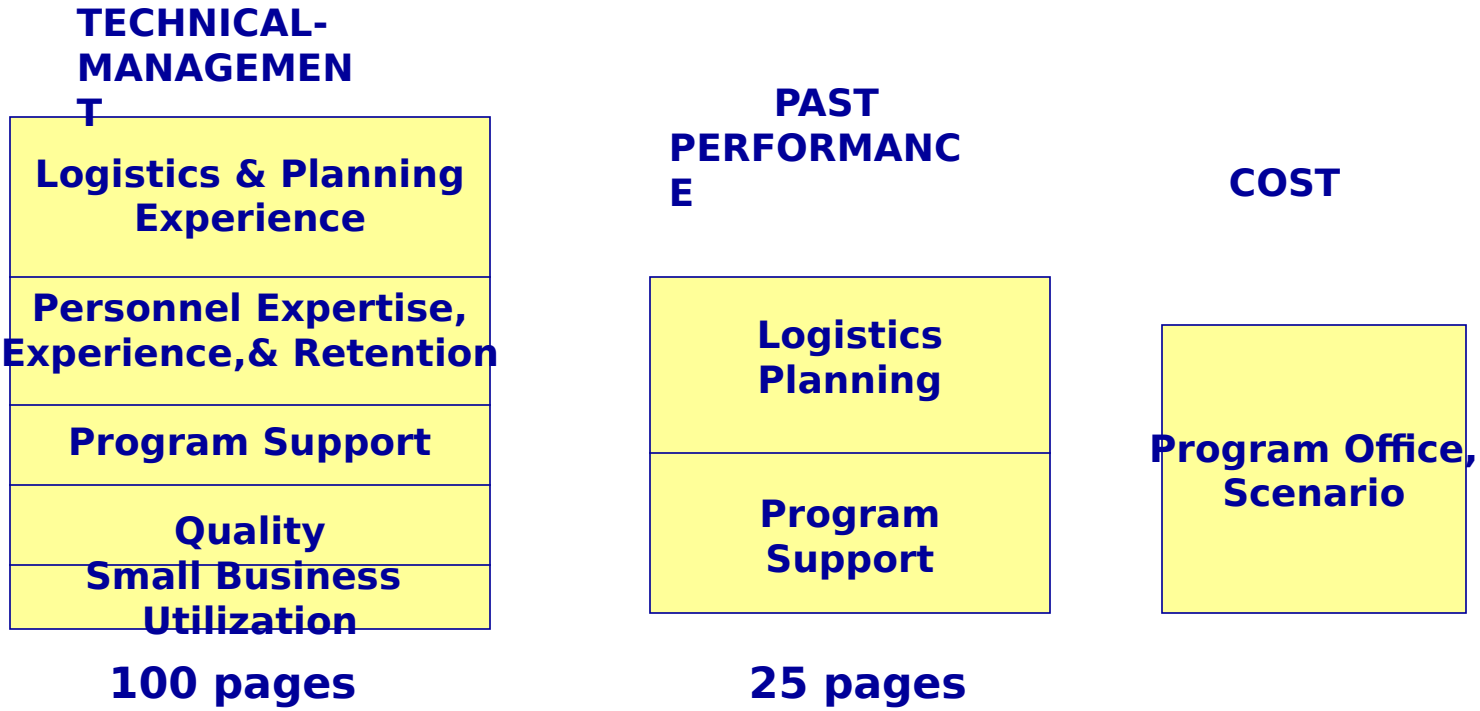
- ✓ **Offerors must be able to demonstrate the existence of a current U.S. facility clearance to the SECRET level IAW DoDD 5220.22, National Industrial Security Program Operating Manual**
- ✓ **SECRET clearance level applies to affiliates, team members and subcontractors if they will have access to classified data.**
- ✓ **Submit DD254 with supporting documents reflecting Offeror's clearance**
- ✓ **Link to Industrial Security Program (NISP) Brochure:**

  http://www.dss.mil/isec/nispbrochure.pdf

Financial Capability

- ✓ **The contractor's financial condition, as represented in its data submitted in response to Section L of this RFP, demonstrates sufficient financial resources to meet contract requirements**

Section M of Solicitation
Best Value Evaluation Factors



- ✓ **Technical/Management is significantly more important than Past Performance, which is more important than Cost. When combined, non-cost factors are significantly more important than Cost. Under Technical/Management, the subfactors are in descending order of importance. Under Past Performance, the subfactors are of equal weight.**

TECHNICAL-MANAGEMENT

- **Logistics & Experience Sub-factor**
  - **Offerors corporate experience and approach to meet logistics and planning requirements in Scenario**
- **Personnel Expertise, Experience, and Retention Sub-factor**
  - **The personnel expertise and experience in planning and program support, and plan to retain them**
- **Program Support, Integration, and Coordination Sub-factor**
  - **Offerors approach and expertise in program oversight, multi-function logistics, coordinating with other contractors in a program**

TECHNICAL-MANAGEMENT

- **Quality Sub-factor**
  - **Offerors approach to insure quality in meeting the schedule, performance, and cost requirements of the contract**
- **Small Business Participation Sub-factor**
  - **Plan to meet goals, realism of proposed goals**

PAST PERFORMANCE

- Evaluate performance on similar logistics or contingency contracts for:
  - Meeting schedule, quality of work, controlling cost, meeting small business goals
- Evaluate performance on similar program support contracts for:
  - Schedule-quality-cost control, coordination with other contractors, meeting small business goals

PAST PERFORMANCE

- **Relevant contracts:**
  - **Similar size, scope, complexity**
    - **For services whose major requirement was at least one of the following:**
      - **Developed logistics support contingency execution plans for Military Civilian Augmented Program.**
      - **Coordinated plans for multiple and varied organizational and functional companies, subcontractors, sponsors, etc.**
      - **Providing logistics planning involving multiple countries**
      - **Provided program support to Government offices on programs exceeding $50M.**

PAST PERFORMANCE

- ✓ **Relevant contracts: (cont'd)**
  - ➢ **Similar size, scope, complexity (cont'd)**
    - ➢ **Contracts, subcontracts for providing logistics support on contracts IAW DoD, State Department and Host Nation regulations, requirements and agreements.**
    - ➢ **Provided contingency planning or program support for supporting operations in hostile or austere (insufficient local resources) environments**
  - • **With a contract value at least $5 million**

COST/PRICE

- ✓ **Pricing Proposal for the minimum requirements under PWS 2.0 (Program management staffing, worldwide management staffing plan and other plan input). Documentation should include base year and all four option years.**
- ✓ **Cost/Price Proposal Shall be traceable to CLIN structure provided in Section B and to the task in Attachment 006, Section L Scenario**
- ✓ **Scenario costs adjusted to most probable cost for cost type and time and materials portion of proposals – not firm fixed price portions**

DISCUSSIONS - AWARD

- ✓ **Award May Be Made Without Discussions**
- ✓ **The Government Reserves the Right to Enter into Discussions**
- ✓ **Only Offerors in the Competitive Range Will Be Allowed Discussions, if Necessary**
- ✓ **The Government Intends to Award One Contract that Provides the Best Value**

Source Selection Process

- **Source Selection Authority (SSA)**
  - Award Decision Maker
- **Source Selection Advisory Council (SSAC)**
  - Provide Oversight and Ensure Quality Assurance
  - Perform Proposal Comparative Analysis
- **Source Selection Evaluation Board (SSEB)**
  - Functional Area Specialists from Various COCOMs
  - Contractor Assistance to Team (Non-Voting)
  - Compare Proposals to the Evaluation Criteria

Questions and Answers

- **Q. Where is the current draft RFP in the planning cycle?**

  A. Both Draft RFPs (DRFP) have been posted on the AFSC LOGCAP IV Website at: http://www.afsc.army.mil/ac/aais/ioc

- **Q. Are there any current or foreseen roadblocks, such as requirements, planning orgs, OSD, Congress, etc?**

  A. We have been informing higher headquarters on acquisition strategy approaches and are following the Acquisition process as established by Regulation.

Questions and Answers

- **Q. Has a decision been made to structure the contract, such as by COCOMs or services?**

  A. The LOGCAP IV Draft RFP is a global, multifunctional strategy. The DRFP is at http://www.afsc.army.mil/ac/aais/ioc

- **Q. What is the project schedule, including length of competition/bidding, life of the contract (starting in year x, ending in year x) and major milestones?**

  A. The DRFP W52P1J06R0072 will be for 1 year with 4 one year options; the DRFP W52P1J06R0049 will be for 1 year with 9 one year options

  Major Milestones will be addressed at the Industry Day.

  Any comments on the DRFP should be forwarded to the POCs by April 7, 2006.

Questions and Answers

- **Why are the LOGCAP IV Small Business (SB) goal percents different than Government-wide small business goals?**

A. Government SB subcontract goals are SB dollars as a percent of total subcontract dollars for work performed in CONUS

LOGCAP IV SB subcontract goals are SB dollars as a percent of total contract dollars (CONUS and OCONUS). This significantly increases the pool to apply the goals

The net effect is more dollars go to SB even with lower percents than using the Government goal percents for just CONUS work

Questions and Answers

- ✓ **Q. Recognizing a contractor cannot receive or be part of a team on both LOGCAP IV and planning contracts, can they still submit proposals on both?**

  A. No. Please refer to the Organizational Conflict of Interest clauses in the DRFPs.

Panel Members

- ✓ Mr. Lin Stevens, Deputy Logistics Operations Director
- ✓ Mr. David DeFrieze, AFSC Legal Office
- ✓ Mr. Randall Bartholome, LOGCAP IV Lead
- ✓ Ms. Susan McKinnis, LOGCAP IV Team Lead
- ✓ Ms. Janet Jackson, PCO

Final Nuggets

- ✓ Evaluators Will Not Impute Knowledge of Offerors Into the Evaluation Process. Evaluations Will Be Based on Written Proposals.
- ✓ Areas Where We Would Appreciate Comments:
  - ➢ Impact of Small Business Goals
  - ➢ Support Contractor as Material/Equipment Supplier
  - ➢ Page Limits
  - ➢ Other Areas of Concern
- ✓ Comments and Questions to Draft RFP or the Industry Day Must be Submitted in Writing to the PCO Office by 7 April 2006 to be Considered for Formal RFP.

Points of Contact
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BACK-UP CHARTS

Developing a Better Proposal

- ✓ **Use Your Executive Summary**
  - **To directly link to the evaluation factors**
  - **Highlight your strengths to meet critical evaluation factors**
  - **Summarize sound business rationale/judgment for selecting *your* proposal**

Developing a Better Proposal

- **Build the proposal in compliance with Section L but ensure that themes and supporting rationales are clearly linked to the Section M criteria**
  - **Make the evaluators' job of linking your proposed features and benefits to specific evaluation criteria as easy and painless as possible**
  - **Do not make evaluators hunt for the information … makes your proposal difficult to follow**

Developing a Better Proposal

- ✓ Sec L factors/subfactors should match up with same areas in Sec M
- ✓ Focused, responsive, organized proposal – GOOD!
- ✓ Eliminate rambling, generalized PR
- ✓ DO NOT repeat PWS requirements as your approach
- ✓ DO say HOW you will do things
- ✓ Be the Evaluator – is the proposal easy to follow? All requirements addressed? What makes it special - Is it apparent?

Developing a Better Proposal

- ✓ **DO NOT BURY THE IMPORTANT DISCRIMINATORS AND BENEFITS IN YOUR PROPOSAL**
- ✓ **CLEARLY HIGHLIGHT YOUR VALUE TO THE CUSTOMER**

Supply Chain Management

- The Offeror shall provide Supply Chain Management for in Theater Resources that are determined to be limited. The offeror shall provide procurement or leasing services for these limited resources. The offeror shall act on behalf of the Govt in providing these resources to the LOGCAP IV contractors. The offeror shall develop and maintain a database for vendors for these scarce resources. The offeror shall receive fee on labor for all Supply Chain Management services but not for items procured.